

Sharon Davis, President

**2022-2023 Proposed Budget**

iGO Proposed 2022-2023 Budget (7/1/2022 – 6/30/2023)

**Income**

 **4000.00 – Membership**

 4000.01 – Active Dues $43,000.00

 4000.02 – Deputy/Associate Dues $16,250.00

 4000.03 – Alumni Dues $1100.00

 4000.04 – Corporate Dues $9,000.00

 4000.05 – Corporate Associate Dues $375.00

 4000.06 – State Association Dues $3,250.00

 **Total 4000.00 Membership $72,975.00**

 **4100.00 – Certification Fees**

 4100.01 – CPL Fees $15,000.00

 4100.02 – CPO Fees $500.00

 **Total Certification** **$15,500.00**

 **4110.00 – Advertising/Sales**

 4110.02 – Website Advertising -0-

 4110.04 – eNews Advertising -0-

 **Total 4110.00 – Advertising/Sales** -0-

 **4500.00 – Other Income**

 4500.01 – Interest $350.00

 4500.03 – Scholarships $5,500.00

 4500.04 – Webinar $500.00

 4500.05 – Proposed Education Reserve $0.00

 **Total 4500.00 – Other Income** **$6,350.00**

**5000.00 – Annual Conference**

 5000.01 – Registration Fees $113,000.00

 5000.02 – Exhibitor Fees $37,500.00

 5000.03 – Vendor Sponsorships $45,000.00

 5000.04 – Hotel Commission 8,000.00

 5000.05 – Ticket Sales $500.00

 5000.06 – Advertisement $1,000.00

 5000.00 – Other -0-

 **Total 5000.00 – Annual Conference $205,000.00**

 **5100.00 – Winter Education/Semi Annual Conference**

 5100.01 – Registration Fees $37,500.00

 5100.02 – Sponsorships $1,500.00

 5100.00 – Other $250.00 **Total 5100.00 – Winter Education/Semi Annual Conference $39,250.00**

**Total Income $339,075.00**

**Expense**

 **6000.00 – General Administration Expenses**

 6001.01 – Management Fees – IMI -0-

 6001.02 – Management Fees – Kim Hargrove $40,560.00

 6001.03 – Management Fees – Peggy Sparks $8,320.00

 6002.00 – Contingency/Misc. $250.00

 6003.00 – Copies/Labels/Printing $150.00

 6005.00 – Insurance $1,000.00

 6006.00 – Postage/Mailing Services $225.00

 6007.00 – Professional Fees/Legal & Acct. $1,000.00

 6008.00 – Supplies $525.00

 6009.00 – Telephone/Fax $350.00

 6010.00 – Flowers/Gifts $100.00

 6012.00 – Bank Charges/CC Fees $4,500.00

 6014.00 – Webinar/Misc. Meetings $100.00

 6017.00 – Strategic Planning $250.00

 6018.00 – Scholarships $8,000.00

 **Total 6000.00 – General Administration Expenses $65,330.00**

 **6100.00 – Membership Maintenance**

6100.01 – Member Awards -0-

 6100.02 – Copies/Labels/Printing $300.00

 6100.03 – Postage/Mailing Services $500.00

 6100.07 – Membership Marketing Campaign $2,000.00

 **Total 6100.00 – Membership Maintenance $2,800.00**

**6115.00 – Certification**

6115.01 – Course/Speaker Expenses $13,000.00

 6115.02 – Awards/Supplies $300.00

**Total 6115.00 – Certification $13,300.00**

**6120.00 – Administrative Travel**

6120.03 – President and Counsel Travel $2,000.00

 6120.04 – Staff Travel $4,000.00

6120.05 – Admin Travel – Consultant $1,000.00

 **Total 6120.00 – Administrative Travel $7,000.00**

 **6200.00 – Publicity/Public Relations**

6200.01 – Online Newsletter Product $200.00

 6200.03 – Website & Database $4,000.00

 **Total 6200.00 – Publicity/Public Relations $4,200.00**

 **6500.00 – Divisions**

6500.07 – Board of Directors -0-

 6500.08 – Executive Board -0-

 6500-09 – Affiliate Membership -0-

 **Total 6500.00 – Divisions -0-**

 **7000.00 – Annual Conference Expenses**

7000.01 – Food & Beverage $113,000.00

 7000.02 – Audio/Visual $25,000.00

 7000.05 – Copies/Labels/Printing $500.00

 7000.06 – Postage/Mailing Services $1,500.00

 7000.07 – Programs $2,500.00

 7000.08 – Supplies & Signs $1,500.00

 7000.10 – Entertainment & Theme $3,000.00

 7000.11 – Badges/Ribbons $750.00

 7000.12 – Transportation $2,500.00

 7000.14 – Education, Speakers Fee & Travel $12,500.00

 7000.15 – Bags & Gifts $6,500.00

 7000.16 – Miscellaneous $2,000.00

 7000.17 – Trade Show $7,500.00

 7000.18 – Trade Show Director Travel $1,500.00

 **Total 7000.00 – Annual Conference Expenses $180,250.00**

**7100.00 – Winter Education/Semi Annual Conference**

7100.01 – Food & Beverage $37,500.00

 7100.02 – Audio Visual $15,000.00

 7100.04 – Copies/Labels/Printing $100.00

 7100.05 – Postage/Mailing Service $1,000.00

 7100.06 – Programs -0-

 7100.07 – Supplies & Signs $200.00

 7100.11 – Badges/Ribbons $200.00

 7100.12 – Entertainment $500.00

 7100.13- Team Building Education $2,500.00

 7100.14 – Education, Speaker Fees & Travel $5,000.00

 7100.15 – Transportation -0-

7100.16 – Conference Bag/Gift $850.00

 7100.17 – Miscellaneous $500.00

 **Total 7100.00 – Winter Education/Semi Annual Conference $63,350.00**

 **9000.00 – Restricted Expenses**

9000.01 – Scholarships (Moved to 6018.00)

 GL Code TBD – Strategic Planning (Moved to 6017.00)

 **9000.00 – Restricted Expenses -0-**

**Total Expenses $336,230.00**

**Net Income $2,845.00**